Calls Come From All Over Europe for Articles Made in United States.

ITALY WANTS BIG LIST

Norwegian, Swedish and Belgian Firms Represented on Roll Here.

The weekly list of trade chances gathered by the United States Department of Commerce is given below,

Addresses of persons and firms mentioned may be obtained through THE Questions regarding published items should be on separate sheets, a sheet to each item, and the number of the item should in all cases be stated.
The Sun does not furnish credit
ratings or assume any responsibility as
to the standing of business men or firms

abroad. The usual precaution should be taken in all cases. Those desiring United States goods and what they want are:

taken in all cases. Those desiring United States goods and what they want are:

330. A merchant in Italy desires to purchase or secure an agency for the sale of condonsed and sterrilised milk, coffee and lard. Quete best terms possible for cash.

331. Butter packed in hermetically sealed this for export is desired by a firm in England.

332. An importer in Belgium wishes to purchase and secure an agency and consignment of paper pulp, haper, chocolate, bicycles, automobiles, household utensils, paints and varnishes, soaps, preserved and dried fruits, colonial products, leather and all articles of exportation in sereral.

332. The owner, of a commercial house in Norway wishes to import block ilcories, syrup, gelatine and general confectionery, 934. The purchase or agency is desired by a man in Italy of stationery, post cards, writing paper in boxes and calenders.

325. Uolors for coloring coment tiles are required by a firm in Spain.

326. A merchant in Sweden wishes tenter into direct communication with manufacturers of silks, especially brocade and alks stuff linings. He desires to zecure an agency on a commission basis.

327. The purchase and agency by a merchant in Belgium for the sale of instruments for the reproduction of plana, scientific instruments, surveying instruments for the reproduction of plana, scientific instruments, surveying instruments for the reproduction of plana, scientific instruments, surveying instruments for the reproduction of plana, scientific instruments, surveying instruments for the sale in his country of cotton and weolien fest for paper industry.

325. An importer in Italy desires to make large purchases of woolen cloth from the United States.

Novelties for England.

Novelties for England.

940. A company in England desires to secure the sole agency on a commission basis for the sale of general merchandles, cutiery, fancy leather goods, canned goods, textiles, chemicals and novelites.

941. The purchase and agency for all kinds of sanitary ware, closets, lavatories, winais, sinks in fire clay, bath tube in snamel ware, gas water heaters and construction materials, are desired by a man in Heigium.

struction materials, in Heigium.

942. The purchase by a company in Norway of electrical industry supplies, gas and slectric fixtures, iron, steel boilers, various metals, shipbuilding materials, engines, electrical cable making machinery, flour mill machinery, motion picture machinery, may subser, porcelain insulators and porcelain articles used in electrical industries is desired. se.

944. A commercial agent in Switzerland
seites to be put in touch with manufac-irers who wish representation in that

desires who wish representation in that turers who wish representation in that county.

143. The purchase of asbestos, piston rings drills, files, magnetos, copper consocious, wheels, automobiles, tools, parts, tires and automobile accessories are desired by a firm in Spain.

146. A firm in Italy wishes to porchase or secure an agency for soft steel for making boits and nuts, known under the German name "Welffelseen," sheet resistance St to 42 per cent., prolongment 18 and 22 per cent.; "Pudelhelsen," sheet resistance the same, and prolongment 20 and 25 per cent.

141. Large quantities of shoe laces, rubber heels, shee polish, celiniois collars and ouffs, underwest, crayats, fancy leather goods and all sorts of foodstuffs are required by an importer in Beigium.

145. A person in Switzerland wishes to get in touch with exporters of American goods.

A merchant in Italy wishes to se-the representation of exporters of clothes, bandages of all sorts, rupture es and suspensories, optical goods, hy-and chirurgical rubber articles,

wil. The purchase by a firm in Italy of photographic apparatus, photographic paper, objectives and general complete accessories for photography, chemical products for scientific, industrial and physics apparatus for laboratories, articles in glass, &c., are desired.

962 High class take in powder or lumps for grinding into powder, free from imparitles and of constant chemical composition, to be used as raw material, is required by a company in England. It is desired that a trial lot of one or two hundredweights be secured as sample before a large order is placed.

963 The representative of a firm in Spain who is in this country desires to purchase and secure agencies for the sale in Spain, Portugal and the Levant of bookbinding material, imitation leather, agricultural machinery, precious stones, industrial decalcomania, silk goods, yarn, coloring used in making enamel ware, glassware, china and pottery.

964 A firm in Italy wishes to purchase and accessories, safety razors, stylographic pens and articles in vulcanized fibrs.

965 The purchase or agency on commission is desired by a firm in England for the sale of any article suitable for whole-asie grocery, provisions, confectionery and jam trade and especially fruit pulps.

Bush Terminal Buildings Issue. F. J. Lisman & Co. are offering \$750,-000 cumulative and guaranteed 7 per cent, preferred stock of the Bush Terminal Buildings Company at par and accrued dividends. The stock is uncon-ditionally guaranteed by the Bush Terminal Company, owner of the outstand-ing common stock of the Bush Ter-minal Buildings Company. The Bush Terminal Company has shown sur-plus carnings of three to five times dividend requirements on the Buildings company's 7 per cent, preferred stock

\$6,000,000

Sloss-Sheffield Steel and Iron Company

Ten-Year 6% Sinking Fund Gold Notes

To be dated August 1, 1919

To mature August 1, 1929

Total to be authorized and presently issued \$6,000,000

Interest payable February and August 1st, in New York City, without deduction of any tax or Governmental charge (except succession, inheritance and income taxes). Coupon notes in denominations of \$1,000, registered as to principal only and interchangeable. Redeemable at the option of the Company on sixty days' notice at 105 and interest on any

Notes for Sinking Fund will be retired either by purchase in the open market or, if they cannot be so purchased at tos, shall be drawn. Notes acquired by the Sinking Fund will be cancelled.

Central Union Trust Company of New York, Trustee

For information regarding these notes, reference is made to the letter of Mr. J. W. McQueen, President of the Company, which is on file with us, and which is summarised as follows:

The Notes will be direct obligations of the Sloss-Sheffield Steel and Iron Company. The properties and plant of the Company, aggregating in value over \$25,000,000, are free from mortgage or other encumbrance, with the exception of an issue of \$2,000,000 First Mortgage Six Per Cent. Bonds, which mature February 1st, 1920. From the proceeds of these Notes \$2,060,000 will be deposited in escrow with the Central Union Trust Company of New York for payment at maturity with interest, on February 1st, 1920, of a like amount of First Mortgage Bonds. This will leave the Company's plant and properties entirely free and clear of any mortgage or other encumbrance.

The balance of the proceeds will be used for completing the erection of the Company's by-product coke ovens, for building a central power station, for electrifying the coal and ore mines, for the acquisition of additional ore properties,

The Trust Agreement under which the Notes will be issued will provide, among other things, that so long as any of the Notes are outstanding the Company will not mortgage any of its real or personal property (except the Company may give purchase money mortgages and in the regular course of its business may pledge its current assets, etc.,) and that the Company will pay the sum of \$300,000 annually into a Sinking Fund to be applied to the purchase and retirement of notes at not exceeding 105 and interest, thus cancelling approximately 50% of the total issue before maturity.

ASSETS AND EARNINGS

The total net tangible assets of this Company on December 31, 1918, amounted to \$22,927,542.63, of which \$4,024,813.49 was represented by net quick assets. Notwithstanding the curtailment of the activities of the Company due to war restrictions, the profits for 1918, after making provision for estimated Federal Income Tax of \$1,000,000, were \$1,972,071.88, or about five and one-half times the amount required for the payment of interest on the proposed issue.

We offer these notes for subscription, subject to allotment, when, as and if issued and received, and subject to the approval of counsel, at 974 and interest, to yield about 6.30%.

Subscription books will be opened in New York at the office of Goldman, Sachs & Co., Monday, July 21, 1919, and may be closed at any time at the discretion of the undersigned without notice.

The right is reserved to reject any subscription, in whole or in part.

It is expected that temporary certificates, pending the engraving of the definitive notes, will be ready for delivery about August 4, 1919.

All logal details pertaining to this issue will be passed upon by Mesers. Steinhardt & Goldman, for the Bankers, and Mesers. Larkte & Perry, for the Company.

Lehman Brothers New York City

Goldman, Sachs & Co. New York City San Francisco

Chicago

We do not guarantee the statements and figures presented herein, but they are taken from sources which we believe to

with the representation of exporters of baby clothes, bundances of all sorts, rupture trisses and supernormes, optical good letes, glenic and chirar wars, perfumes and admit an exporter of the property of t

THE WEEKLY CURB MARKET.

STANDARD OILS.

INDEPENDENT OILS.

NEW ISSUE

200,000 Shares Guffey Gillespie Oil Company

Common Stock

Transfer Agent New York Trust Co.

Registrar Equitable Trust Co.

Capitalization 7% Cumulative Convertible Preferred Stock ... \$2,000,000

Outstanding Authorized \$2,000,000

"Including present issue of 200,000 shares. We summarize from a letter by Mr. Joseph F. Guffey, President of the Com-

Business - Company was incorporated under the laws of Delaware in September, 1918, to assume the business theretofore conducted as a partnership by Messrs. Joseph F. Guffey and E. N. Gillespie, who have been engaged in the production of crude oil and natural gas for many years. The sale of present issue of 200,000 shares of stock has been determined upon to provide payment for certain oil and gas properties in West Virginia, Oklahoma and elsewhere, to increase working capital and for other corporate purposes. New issue will place about \$800,000 additional working capital in treasury, after providing payment for newly acquired properties.

Operations - Company operates principally in Mid-Continent, West Virginia and Texas fields, where it has leases on about 200,000 acres of oil and gas properties. Present daily production of oil is over 2,000 barrels, which is expected to be materially increased from new drillings on present properties and from development of recent acquisitions.

Earnings - Actual net income for eight months ended April 30, 1919, was at rate of over \$4 a share per annum on the then outstanding Common Stock and it is conservatively estimated that earnings for coming year will be at the rate of over \$6 a share on the Common Stock outstanding.

The information contained in this advertisement, while not guar-

F. S. Smithers & Co.

Moore, Leonard & Lynch

19 Nassau Street

111 Broadway Frick Bldg. New York Pittsburgh, Pa.

All of the above stock having been sold, this advertisement appears as a matter of

New Issue

\$1,200,000 **Worcester Gas Light Company**

20 Year First Mortgage 51/2% Gold Bonds

Dated July 1, 1919

Interest January 1 and July 1

Due July 1, 1939

A legal investment for Savings Banks in Massachusetts, New Hampshire, Vermont and Rhode leland

For details regarding this issue we quote from the letter of Willard B. Osborne, President of the Company:

The Worcester Gas Light Company was incorporated in 1851 and does the entire gas business in the City of Worcester, Massachusetts, which has a present estimated population of about 190,000.

The manufacturing plant is thoroughly modern in every particular; its distributing system consists of 205 miles of cast iron mains and 17 miles of wrought iron mains and has 35,264 meters in service. Bonds are secured, in the opinion of counsel, by a direct First Mortgage on all the property rights of the Company which are now owned or which may here-

Earnings

(Year ended June 1, 1919. As efficially reported)

Operating Expenses including current Maintenance and Taxes... 976,241.21

Net Earnings Three Times the Above Fixed Charges

The bonds will be followed by \$750,000 notes and \$1,400,000 par value capital stock on which a premium of \$850,000 has been paid, making the total cash paid in on the capital stock, \$2,250,000. The Company has an unbroken record of dividends from 1853 to date.

Issuance of the bonds has been approved by the Gas and Electric Commission of

We recommend these bonds for investment

Price 100 and Interest; yielding 51/2%

Detailed circular on request.

Harris, Forbes & Company

Pine Street, Corner William, New York

Harris, Forbes & Company

Harris Trust and Savings Bank Bond Department

NEW ISSUE

100,000 Shares, All Common

40,000 Shares

LAND TIRE COMPANY

Incorporated under the laws of New Jersey Capital Stock, \$1,000,000

Non-Assessable

REGISTRAR & TRANSFER AGENTS

Par Value \$10.00

120 Broadway, New York

Registrar & Transfer Company FIELD

Immediately following the signing of the armistice, tire manufacturers large and small laid extensive plans for greatly enlarged activity. There are approximately 6,500,000 cars in operation in the United States and according to authoritative statistics it is estimated that approximately 36,000,000 tires will be required to meet the 1920-demand. The market is practically bare of new automobiles and production has follen far behind the present requirements. Car production during the current year will range between 1,000,000 and 1,000,000. These figures will serve to show the tremendous call on tire

THE **PROCESS**

manufacturers. Even now, advertisements from the country's largest tire companies are appearing in the public press stating that the demand cannot be filled. The OVERLAND processes are concerned with much more than the retreading of old tires. Emphasis is directed to the fact that the tires are completely rebuilt and pass through more than a dozen different operations before the matter of retreading and vulcanizing is in order.

The OVERLAND process assures the annual salvage of hundreds of thousands of dollars to automobile owners throughout the country. It solves the vexing problem of tire wastage, since the rebuilt tire represents only about one half of the expense of the new tire, and in addition gives better service than the average new tire of cheap construc-tion. The company's faith in its product is backed by a guarantee of 4,000 miles to the

PRODUCTION EARNINGS

The company's output has shown a steady and consistent growth since the beginning of actual operations. Back in July, 1917, production averaged 250 tires weekly. At the present time, production averages in excess of 1,000 tires per wee OPERATING PROFITS SINCE INCORPORATION FOLLOW:

These figures represent net profits after all charges and deductions. Taking into consideration the fact that operations were greatly retarded and business handicapped

as a result of war-time conditions, this report is eminently satisfactory. With the new capital provided for, arrangements have been made for a yearly pro-With the new capital provided for, arrangements have been made for a yearly production of approximately 200,000 tires, assuring a consequent net profit of \$400,000, or 40% on the entire capitalization per annum. These figures are based on the ultraconservative supposition of a \$2.00 net profit per tire and only 200 working days per year. The indicated profits as here set forth will actually be less in proportion to the results attained from the available capital at the company's disposal during the past

In addition to the above, it is the intention of the OVERLAND TIRE COMPANY to gradually develop a new strictly high-grade cord tire which it proposes to place on the market early next year.

DIVIDENDS

Dividends of 6% annually on the par value of \$10.00 have been paid in monthly disbursements of 35% regularly since January, 1918. Checks are mailed to stockholders around the tenth of each month. There is every reason to anticipate an increase in the dividend with the substantial growth of the company's earnings which are practi-

MARKET

Active trading in this issue will commence on the New York Curb Wednesday, July 23rd, 1919. Application has been made to the New York Curb Market Associate All of the above stock has been sold and this advertisement appears as a matter of record only.

JUDSON G. WALL & SONS Established 1880

S. S. RUSKAY & CO. Established 1877

10 Wall St., New York

20 Broad St., New York

All the above statements although not guaranteed have been obtained from officials or other reliable sources.

laies.	High.	Low.	Last.	Chge.	Sales	High.	TOM.	Last.	Chge.	Saica	High.	Low.	Last.	C
				- 14	14560	Ray Hercules 3%	214	256	- 14	7000	Il S Continental + 15	13%		15
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5400 Gold Cons 70700 Gold Florence	1 44	62	44	1.0	8700	San Toy 105	- 16	*	+ *					20
TOTAL PROPERTY.	0.15	25	120	3.5	14000	San Toy + 1014		1014	+11%	\$000	White Cape Ext. 7 4	214	914	Ο.
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16700 Ohio Copper ner 1700 Onondaga Bil		. 19		7 18	4000	Un Verde Ext 514 Un Mines Mex F	44	6114	+116	-	d lot. †Sells cents a s	7914	2914	50